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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:

IMMEDIATELY

COMMERCIAL HEAT TREATERS REPORT
SALES DOWN 3.2% FOR FIRST QUARTER

For the first three months of 1990, billings amounted to $146.4 million. This compares to sales of $151.2 million for the same period in 1989.

March 1990 saw metal treaters reach $52.2 million in sales, just 1.6% off the March 1989 figure of $53.1 million.

In March two districts are above their March 1989 sales total. Three districts exceeded their 1989 first quarter performance.

A summary of percentage change by geographic regions follows:

	District	Mar 90 vs. Mar 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	-10.2	- 8.6
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 3.0	- 5.0
3	South Central (W.PA-OH-IN-KY)	- 1.6	0.2
4	Michigan	- 5.1	-12.2
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 9.4	- 9.5
6	North Central (IL-WI-MN-MO-IA)	- 0.3	- 0.5
7	Pacific Coast (CA-AZ-ORE-WASH)	9.7	8.9
8	Southwest (TX-OK-AR-CO-LA-UT)	12.6	12.1
9	Canada	-12.1	-18.1

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

MARCH, 1990

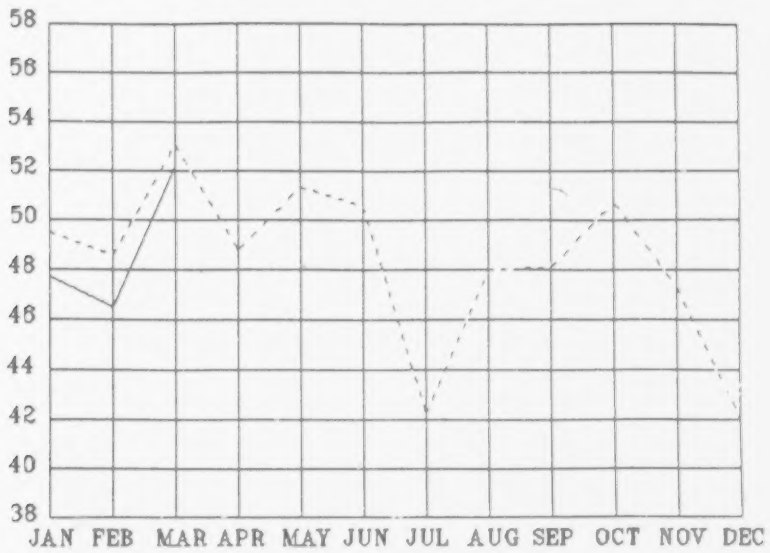
BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	220	53074.5	52205.3	- 1.6	100.0	100.0
Dist. 1	16	3588.9	3223.7	-10.2	6.8	6.2
Dist. 2	27	5217.7	5060.3	- 3.0	9.8	9.7
Dist. 3	41	9701.0	9549.5	- 1.6	18.3	18.3
Dist. 4	24	6738.2	6396.0	- 5.1	12.7	12.3
Dist. 5	18	3120.8	2826.9	- 9.4	5.9	5.4
Dist. 6	33	9900.7	9871.8	- 0.3	18.7	18.9
Dist. 7	27	6877.3	7544.4	9.7	13.0	14.5
Dist. 8	18	3089.8	3479.2	12.6	5.8	6.7
Dist. 9	16	4840.2	4253.5	-12.1	9.1	8.1
Foreign	0					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	151187.2	146362.3	-3.2	100.0	100.0
Dist. 1	9861.9	9009.9	- 8.6	6.5	6.2
Dist. 2	14817.6	14070.9	-5.0	9.8	9.6
Dist. 3	27626.3	27682.0	0.2	18.3	18.9
Dist. 4	19910.3	17473.1	-12.2	13.2	11.9
Dist. 5	8853.8	8010.9	- 9.5	5.9	5.5
Dist. 6	27853.8	27704.1	- 0.5	18.4	18.9
Dist. 7	19120.2	20813.4	8.9	12.6	14.2
Dist. 8	8756.8	9816.4	12.1	5.8	6.7
Dist. 9	14386.4	11781.5	-18.1	9.5	8.0

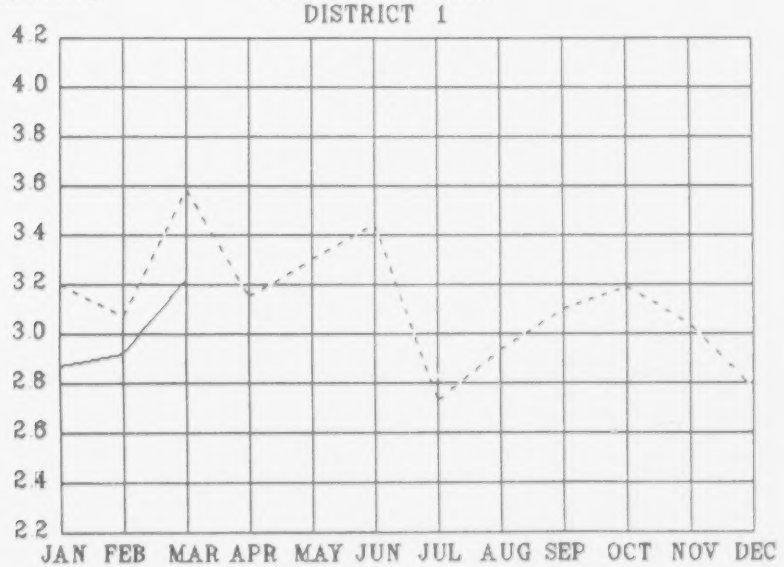
MILLIONS NATIONAL BILLINGS



1989 - - - -
1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.7	-4.4	-1.6									
% Change	Cumulative	-3.7	-4.0	-3.2									

MILLIONS MASS -R I -CONN.
DISTRICT 1

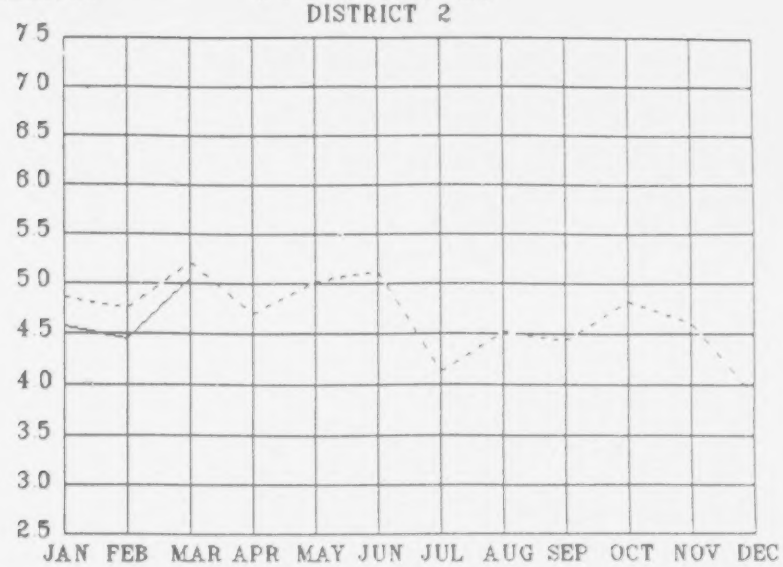


1989 - - - -
1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5	-4.9	-10.2									
% Change	Cumulative	-10.5	-7.8	-8.6									

MILLIONS

NY -NJ -EPA -MD
DISTRICT 2



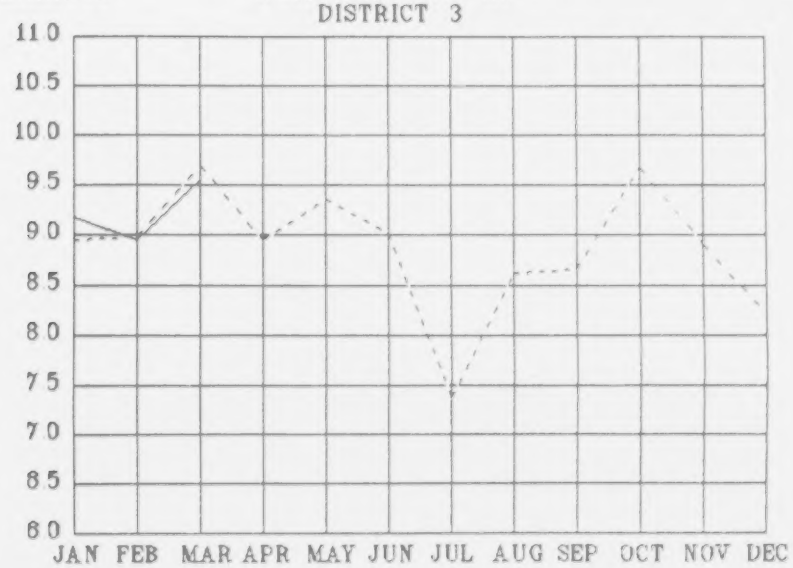
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9	-6.4	-3.0									
% Change	Cumulative	-5.9	-6.1	-5.0									

MILLIONS

WPA -OHIO-IND -KY
DISTRICT 3



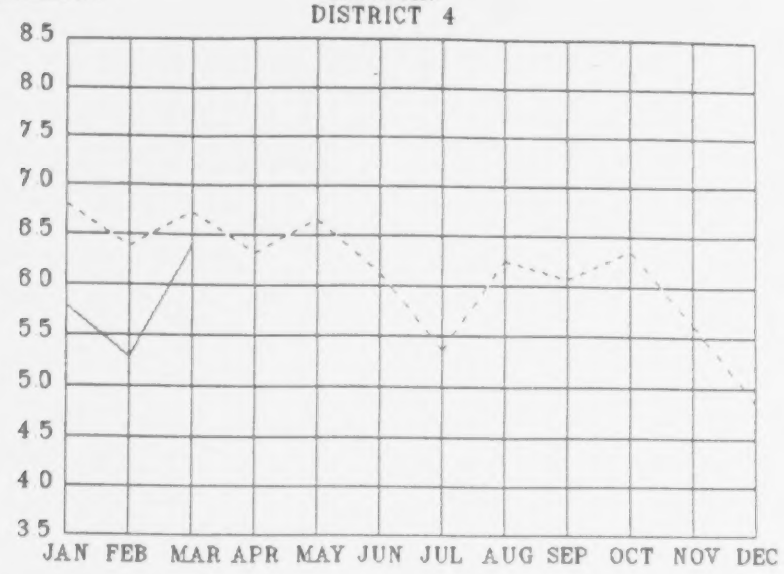
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.7	-0.4	-1.6									
% Change	Cumulative	2.4	1.2	0.2									

MILLIONS

MICHIGAN
DISTRICT 4



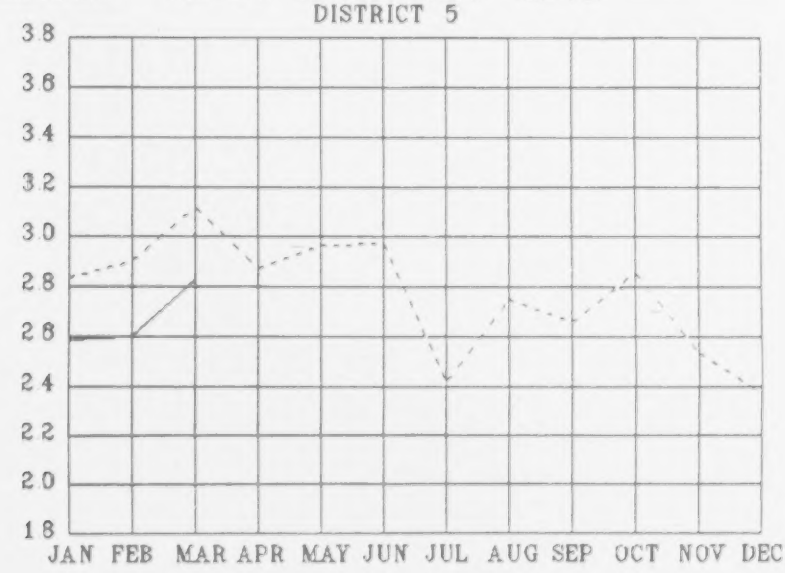
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-14.9	-17.0	-5.1									
% Change	Cumulative	-14.9	-15.9	-12.2									

MILLIONS N.C. -S.C. -GA. -ALA. -TENN. -VA. -FL.

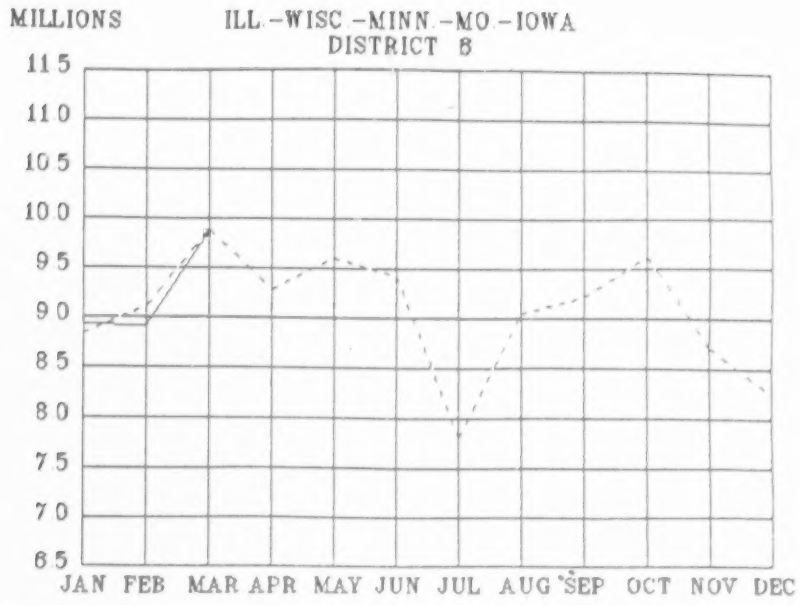
DISTRICT 5



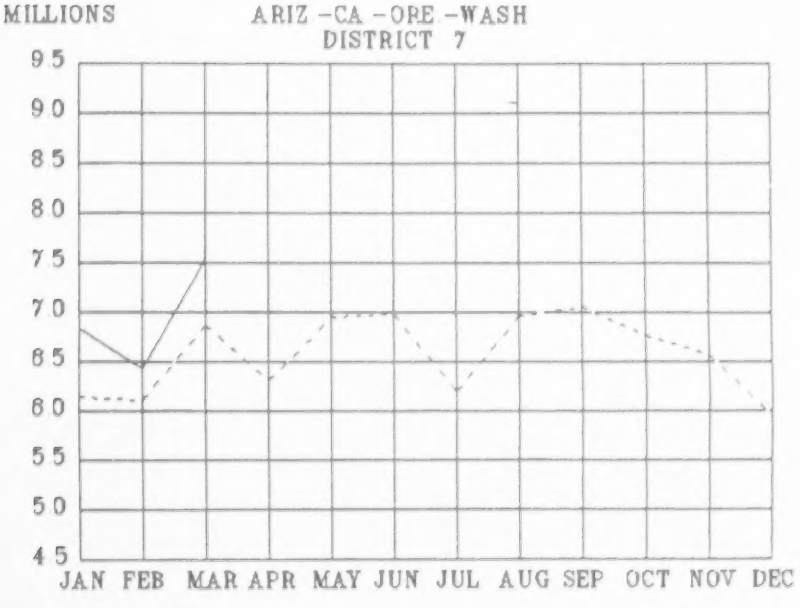
1989 - - - -

1990 ———

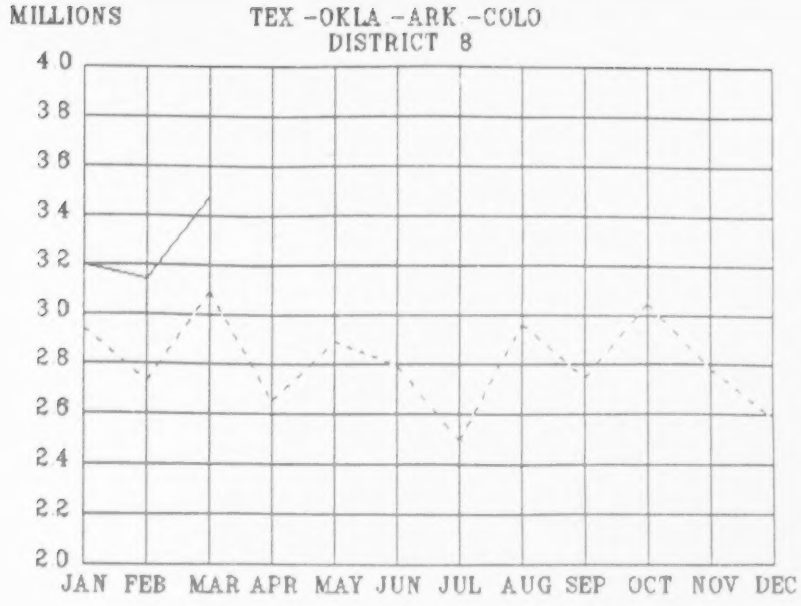
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-8.7	-10.4	-9.4									
% Change	Cumulative	-8.7	- 9.6	-9.5									



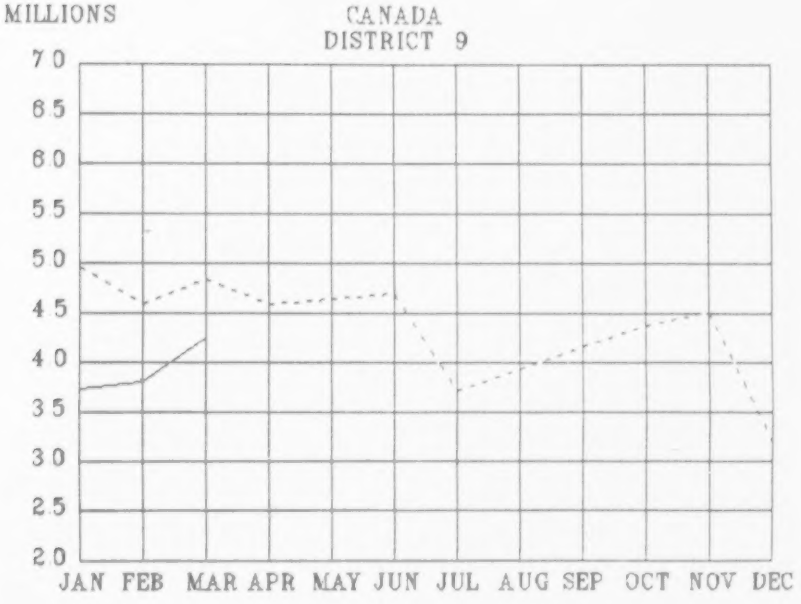
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	-2.2	-0.3									
% Change	Cumulative	0.9	-0.7	-0.5									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.4	5.4	9.7									
% Change	Cumulative	11.4	8.4	8.9									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7	15.2	12.6									
% Change	Cumulative	8.7	11.8	12.1									



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.8	-17.2	-12.1									
% Change	Cumulative	-24.8	-21.1	-18.1									